



CANNON BUILDING
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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, January 2, 2014 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware
MINUTES APPROVED:	02/06/2014

MEMBERS PRESENT

Danielle Benson, New Castle County, Professional Member, Chairperson
Donna Klimowicz, New Castle County, Professional Member, Vice Chairperson
Barbara Brodoway, New Castle County, Public Member
Tom Burns, Kent County, Professional Member
Doug Doyle, Kent County, Professional Member
Casey Price, Sussex County, Professional Member
Tim Riale, Sussex County, Professional Member
Tammy Reagan, Sussex County, Professional Member
Michael Rushe, Kent County, Public Member
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Jessica Williams, Administrative Specialist II

ALSO PRESENT

Regina Lundeen, Delaware Association of Realtors
Sal Sedita, Delaware School of Real Estate

CALL TO ORDER

Ms. Benson called the meeting to order at 9:39 a.m.

NEW BUSINESS

Update from the Commission

Ms. Benson advised the Committee that the Commission approved the meeting minutes as written. The Commission is in the process of regulatory changes, which will allow for the automatic approval for module 7, for courses that are Delaware approved. In the regulatory changes, they will also include that it is the course provider's decision if electronic devices are allowed to be used during a course. Ms. Benson

reported that the Commission discussed the possibility of fining brokers \$100 if their salesperson is not in compliance with the required continuing education.

Review Request for Reconsideration of Course Approval for Quirks in Real Estate (Course was approved for Module 6 Only – Originally Requested Approval for Modules 3 or 6) from the Delaware School of Real Estate

Mr. Sedita addressed the Committee requesting reconsideration of the course approval for the course titled "Quirks in Real Estate". Mr. Sedita advised the Committee that he originally requested that the course be approved for Module 3 or 6, but it was only approved for Module 6. He stated that Ward & Taylor submitted the exact same course outline, and the course was approved for Modules 3 or 6. Mr. Doyle moved, seconded by Ms. Woerner, to approve the course titled "Quirks in Real Estate" for the Delaware School of Real Estate for module 3 or 6. Motion unanimously carried. '

Review of Instructor Applications

Ms. Reagan moved, seconded by Ms. Klimowicz, to recommend approval contingent upon receipt of the applicant's response to question 23 on the application for the following item as noted below. Motion unanimously carried.

Phyllis Wilson

Approved for Module 7, Real Estate Mathematics, and Financing Contingent Upon Receipt of Response of Question 23 on Application, Not for Module 3 as Requested

Continuing Education: Continuing Education Module 7 – Financing

Pre-Licensing Course: Real Estate Mathematics

Broker's Course: Financing

Review of Course Provider Applications

Ms. Reagan moved, seconded by Ms. Klimowicz, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Delaware School of Real Estate

Course Title: Guiding Homebuyers – Current Mortgage Programs & Topics

Approved for Module 7 Only, Not Module 3 as Requested

Credit Hours: 3.0

Module: 7

Course Title: Delaware Agreement of Sale **Approved**

Credit Hours: 3.0

Module: 3

Course Title: Short Sales, Foreclosures & REO **Approved**

Credit Hours: 3.0

Module: 6

Course Title: Achieving Settlement by Minimizing Obstacles

Approved

Credit Hours: 3.0

Module: 7

Course Title: Servicing Clients More Effectively **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: McKissock, LP
Course Title: A New Look at Contract Law **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Omega Real Estate School
Course Title: Don't Let Your Sale Fall Apart **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: OnCourse Learning Corporation dba Career WebSchool
Course Title: Green Home Features **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Smart Vent Products, Inc.
Course Title: Understanding Foundation Flood Vents and How Compliance Affects Flood Premiums
Approved
Credit Hours: 1.0
Module: 7

Course Provider: Sussex County Association of Realtors
Course Title: National Issues CFPB & FEMA Changes **Approved**
Credit Hours: 3.0
Module: 5

Course Provider: The CE Shop, Inc.
Course Title: Delaware Agency & Fair Housing **Approved**
Credit Hours: 3.0
Module: 1

Review of Instructor Applications

Ms. Reagan moved, seconded by Ms. Klimowicz, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Marybeth Cashman
Approved to Teach Module 7 Only, Not Real Estate Mathematics or Financing as Requested
Continuing Education: Continuing Education Module 7 – Financing

Barbara Brodoway **Approved**
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Differences Between DE & PA Real Estate Transactions; Don't Let Your Sale Fall Apart; First Time Home Buyers – Guiding a Buyer into a First Home; Navigating 2013 & Beyond; Quirks in Real Estate – Practical Resolutions to Problems; Short Sales & Foreclosures; Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate

Nancy Law **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Differences Between DE & PA Real Estate Transactions; Don't Let Your Sale Fall Apart; First Time Home Buyers – Guiding a Buyer into a First Home; Navigating 2013 & Beyond; Quirks in Real Estate – Practical Resolutions to Problems; Short Sales & Foreclosures; Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate

Charles Martin **Approved Contingent Upon Receipt of Resume**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 4; Continuing Education Module 6

Pre-Licensing Course: Real Estate Sales

Anne Menaquale **Approved**

Continuing Education: Continuing Education Module 7 – Property Management

Janet Patrick **Approved Contingent Upon Receipt of Response of Question 23 on Application**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 3; Continuing Education Module 6; Continuing Education Module 7 – Achieving Settlement by Minimizing Obstacles; Servicing Clients More Effectively; Building a Real Estate Business

Gerald Proffitt **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Differences Between DE & PA Real Estate Transactions; Don't Let Your Sale Fall Apart; First Time Home Buyers – Guiding a Buyer into a First Home; Navigating 2013 & Beyond; Quirks in Real Estate – Practical Resolutions to Problems; Short Sales & Foreclosures; Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate

Jonathan Taylor **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Differences Between DE & PA Real Estate Transactions; Don't Let Your Sale Fall Apart; First Time Home Buyers – Guiding a Buyer into a First Home; Navigating 2013 & Beyond; Quirks in Real Estate – Practical Resolutions to Problems; Short Sales & Foreclosures; Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate

Cynthia Thurman

Approved for Module 7 Only, Not Module 3, Real Estate Mathematics, or Financing as Requested

Continuing Education: Continuing Education Module 7 – Financing

William Ward **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Differences Between DE & PA Real Estate Transactions; Don't Let

Your Sale Fall Apart; First Time Home Buyers – Guiding a Buyer into a First Home; Navigating 2013 & Beyond; Quirks in Real Estate – Practical Resolutions to Problems; Short Sales & Foreclosures; Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate

Rosalind Williams **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Differences Between DE & PA Real Estate Transactions; Don't Let Your Sale Fall Apart; First Time Home Buyers – Guiding a Buyer into a First Home; Navigating 2013 & Beyond; Quirks in Real Estate – Practical Resolutions to Problems; Short Sales & Foreclosures; Understanding the Agreement of Sale

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate

Review of Student Requests for Approval of Continuing Education

Ms. Reagan moved, seconded by Ms. Klimowicz, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Student Name: Joseph Maggio **Approved**

Course Title: Real Estate Documents

Course Provider: Sussex County Association of Realtors

Credit Hours: 3.0

Requesting Approval for Module: 7

Student Name: Judy Mangini **Denied – Course Outline was Not Submitted**

Course Title: New Licensed Salesperson Module 4

Course Provider: Sussex County Association of Realtors

Credit Hours: 3.0

Requesting Approval for Module: 7

Student Name: Paula Rineer **Approved**

Course Title: Understanding the Agreement of Sale

Course Provider: Ward & Taylor

Credit Hours: 3.0

Requesting Approval for Module: 7

Student Name: William Ulmer **Denied – Course Outline was Not Submitted**

Course Title: Delaware Real Estate Commission's Annual Seminar

Course Provider: Delaware Real Estate Commission

Credit Hours: 3.0

Requesting Approval for Module: 7

Student Name: Mary Whitaker **Denied – Course Outline was Not Submitted**
Course Title: Delaware Real Estate Commission's Annual Seminar
Course Provider: Delaware Real Estate Commission
Credit Hours: 3.0

Requesting Approval for Module: 7

REVIEW OF MINUTES

Ms. Woerner moved, seconded by Mr. Riale, to approve the December 5, 2013 minutes as presented. Motion unanimously carried.

UNFINISHED BUSINESS

Continued Discussion Regarding CE Reciprocity with Surrounding Jurisdictions

Mr. Rushe moved, seconded by Ms. Brodoway to table this agenda item until Ms. Kelly is present. Motion unanimously carried.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

There was no other business before the Committee.

CORRESPONDENCE

There was no correspondence.

PUBLIC COMMENT

There was no public comment.

NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, February 6, 2014 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

NEW BUSINESS

Election of Officers

Mr. Riale made a motion, seconded by Ms. Woerner to nominate Donna Klimowicz as the Chairperson. Motion unanimously carried. Ms. Klimowicz accepted the nomination.

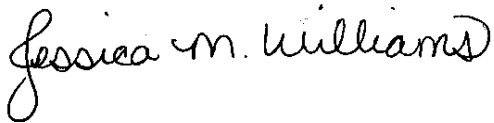
Ms. Price made a motion, seconded by Ms. Brodoway, to nominate Tim Riale as the Vice Chairperson. Motion unanimously carried. Mr. Riale accepted the nomination.

ADJOURNMENT

Delaware Real Estate Education Committee
January 2, 2014
Page 7

There being no further business, Ms. Woerner moved, seconded by Mr. Rushe, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:25 a.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Jessica M. Williams". The signature is written in a cursive, flowing style.

Jessica M. Williams
Administrative Specialist II